

Demo Questions

Cisco 700-651 Exam

Cisco Collaboration Architecture Sales Essentials

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Question #1 *Topic 1*

How long do new workforce employees stay with a company on average?

- A. 5 to 10 years
- B. 9 to 15 years
- C. 3 years or less
- D. 3 to 5 years

Correct Answer: C

Question #2 *Topic 1*

Which feature of SWSS eliminates the need to repurchase software licenses?

- A. software updates
- B. expert support
- C. license portability
- D. license updates

Correct Answer: C

Question #3Topic 1

How does Cisco Enterprise licensing provide a customer advantage?

- A. It requires individual licensing per device.
- B. It simplifies collaboration solutions.
- C. It simplifies bandwidth licensing.
- D. It requires individual licensing per product.

Correct Answer: B

Question #4Topic 1

Which options are the Cisco user-based license models?

- A. Cisco UWL and Cisco UCL
- B. Cisco WUL and Cisco CUL
- C. Cisco Flex Plans
- D. Cisco User Integration and Adoption Plans

Correct Answer: A

Question #5Topic 1

Which Customer Lifecycle touch point demonstrates commitment to the business objectives of a customer by suggesting complimentary solutions?

- A. Maximize Customer Investment Value
- B. Evaluate Expansion Opportunities
- C. Identify Coverage Gaps
- D. Capitalize on Renewals

Correct Answer: *B*